

FIG. 2

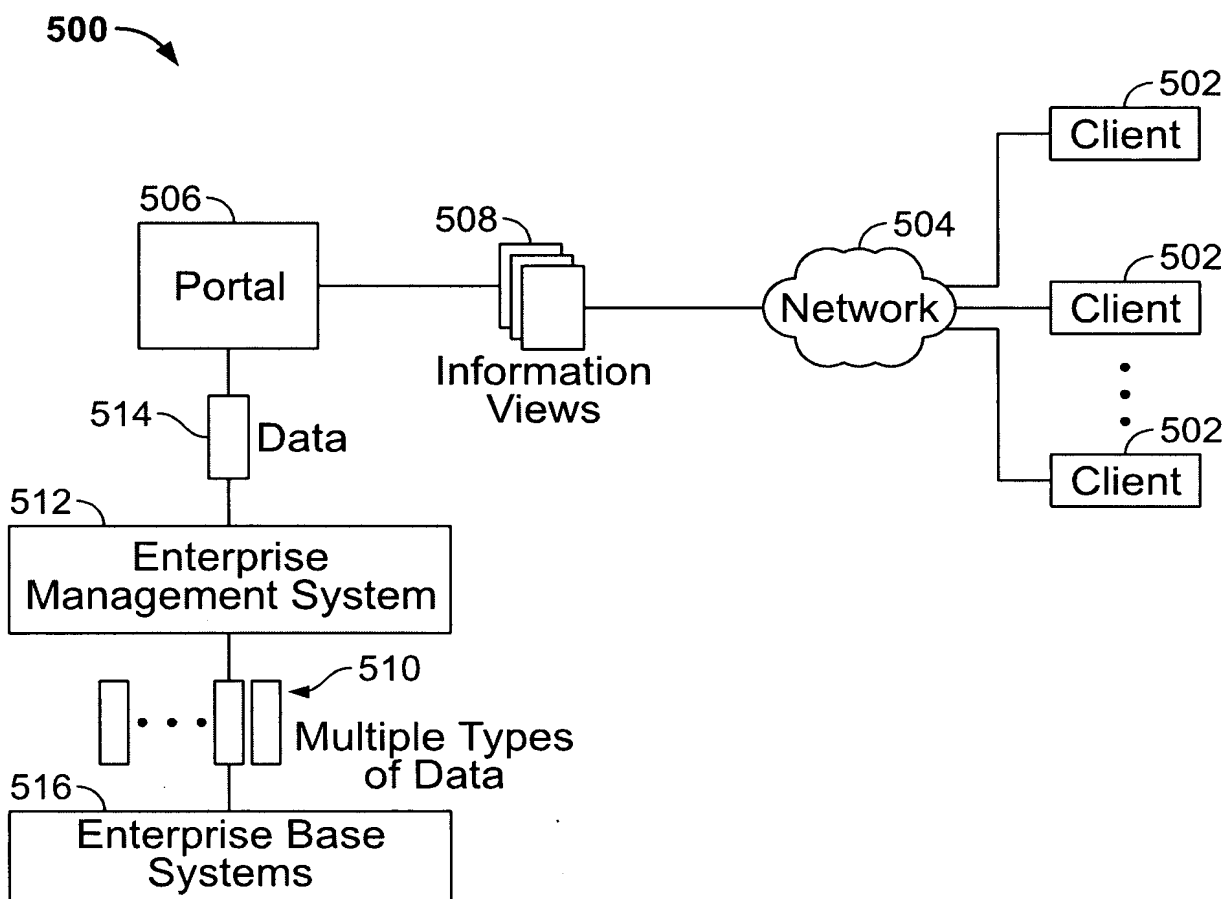


FIG. 3

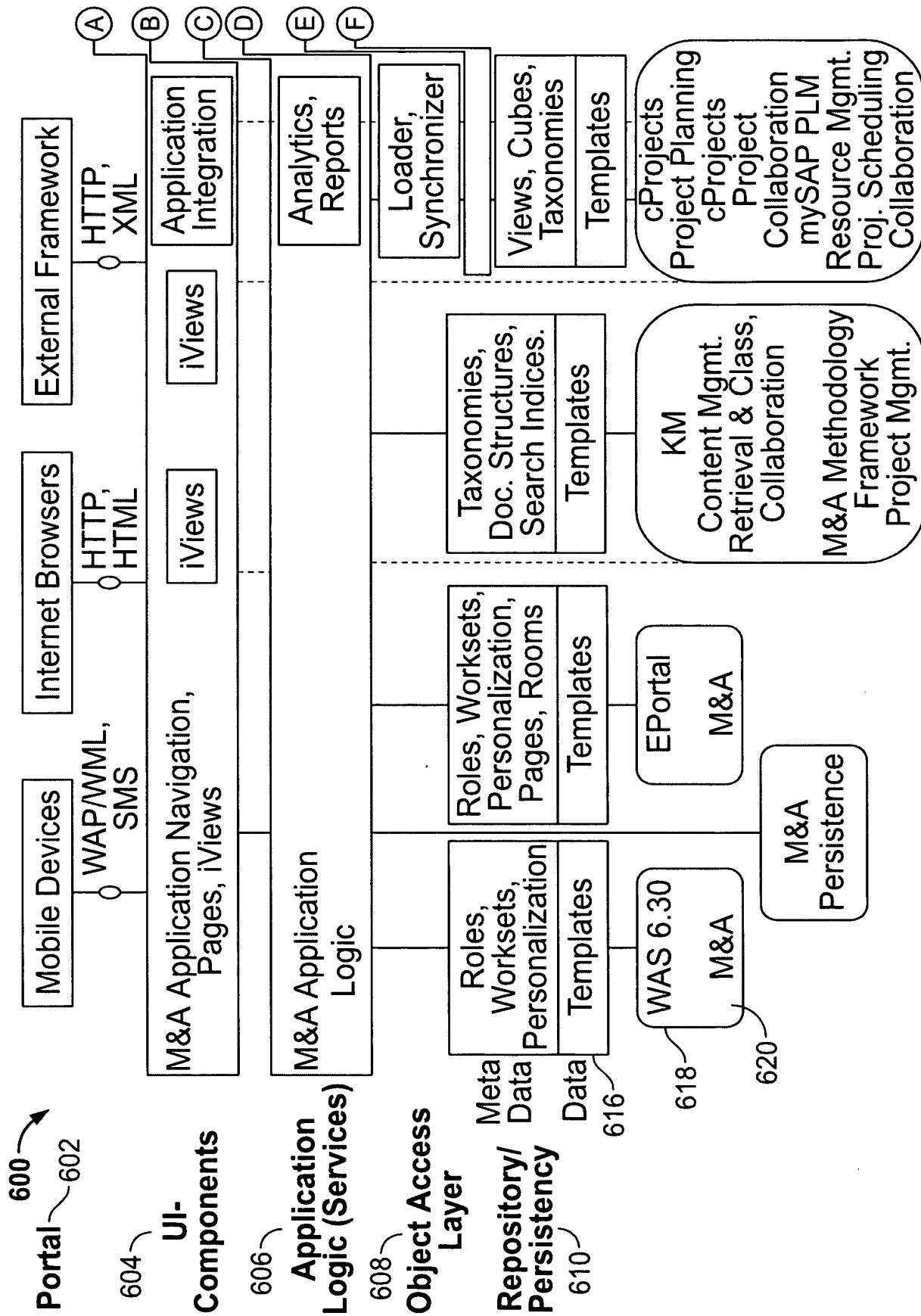


FIG. 4A

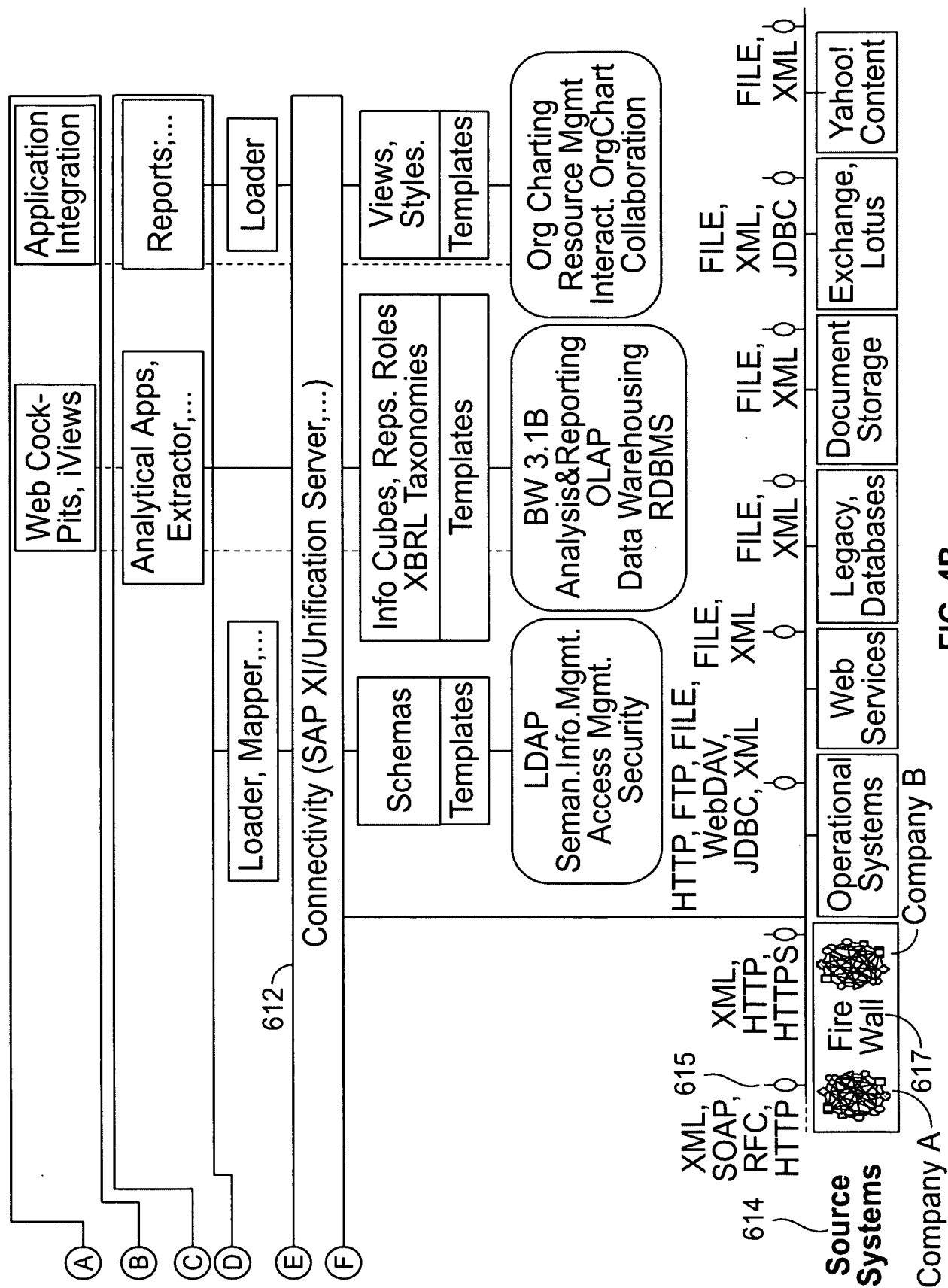


FIG. 4B



FIG. 6



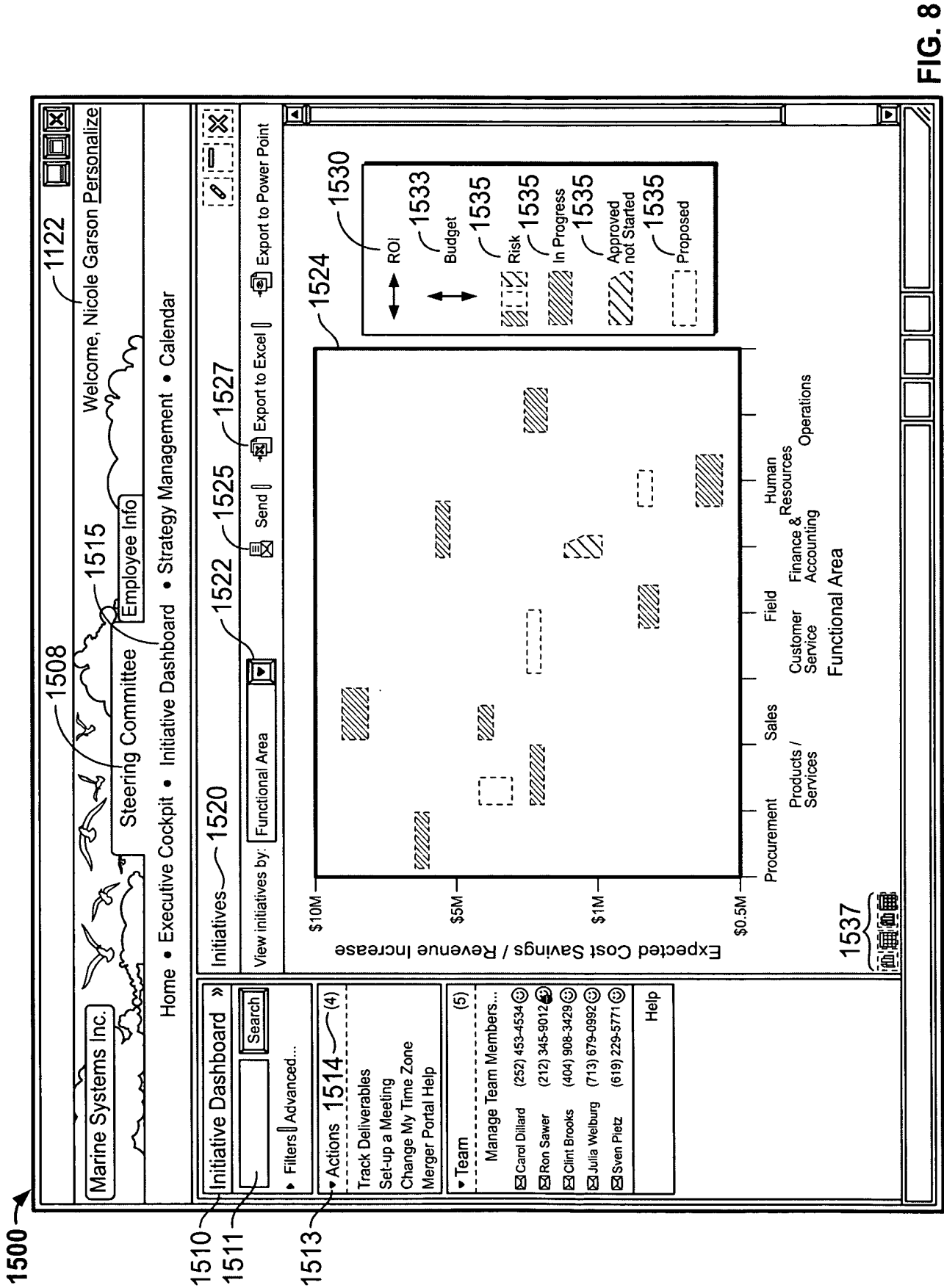


FIG. 8

1500 →

→ 1560

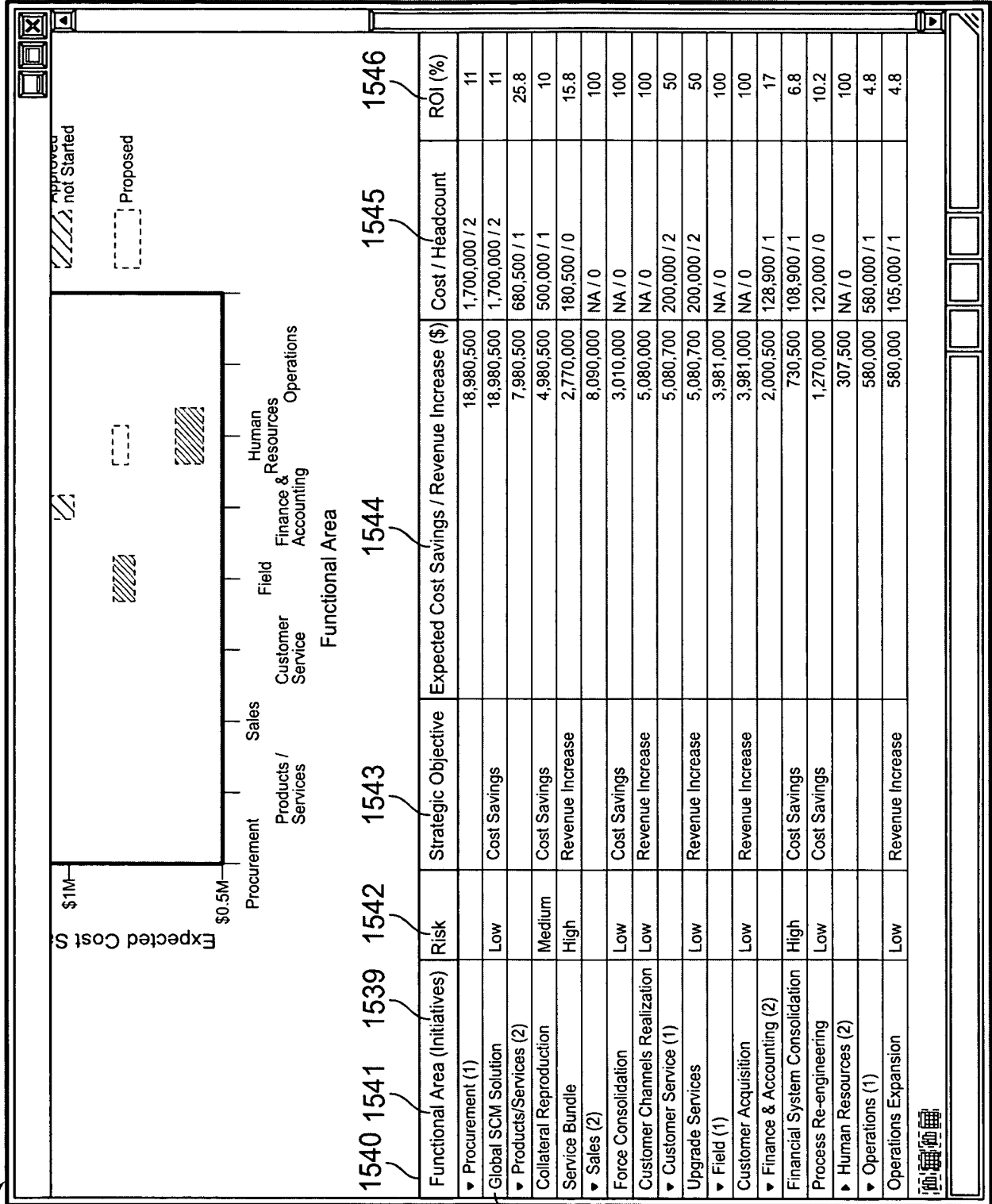


FIG. 9

1500

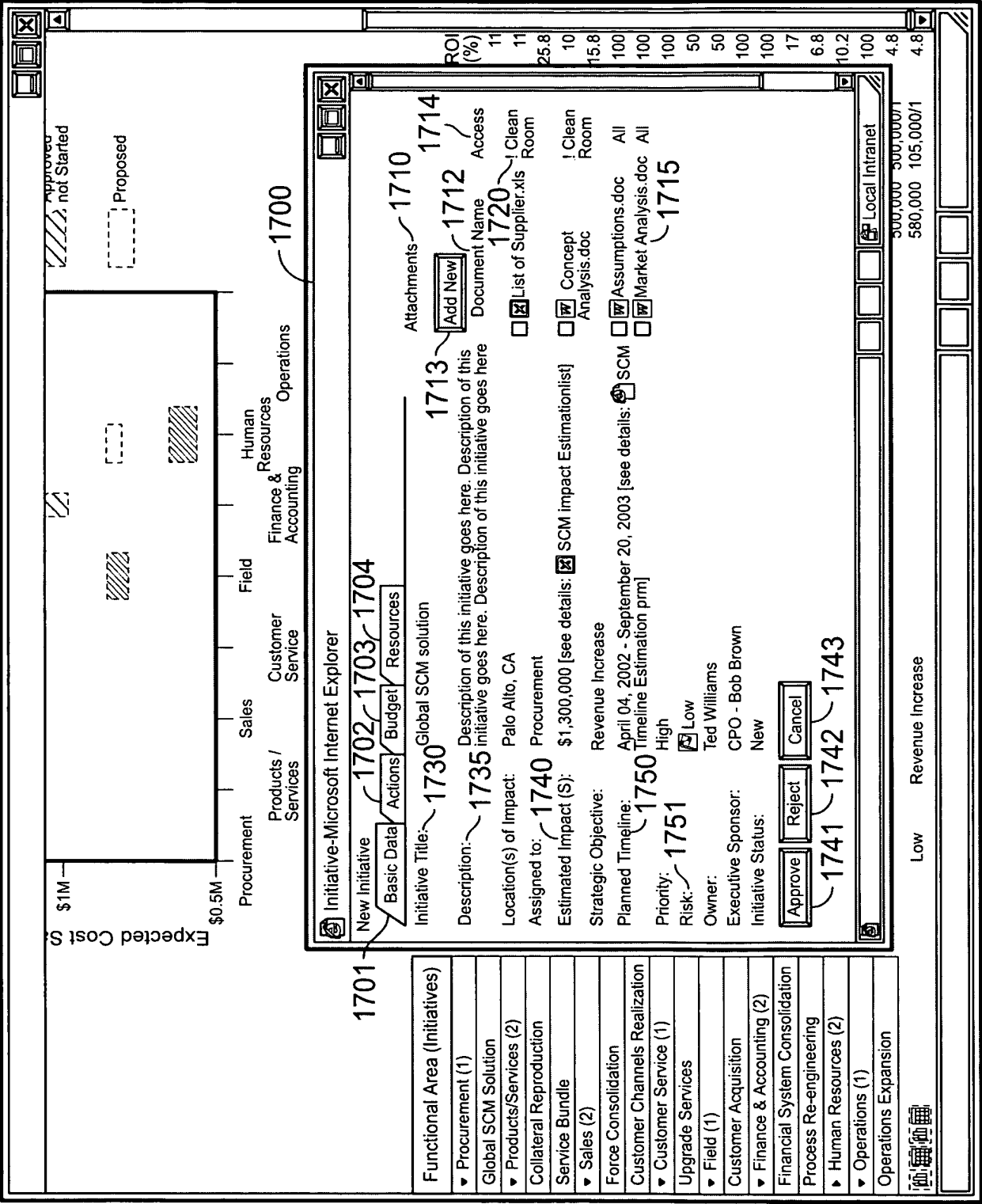


FIG. 10

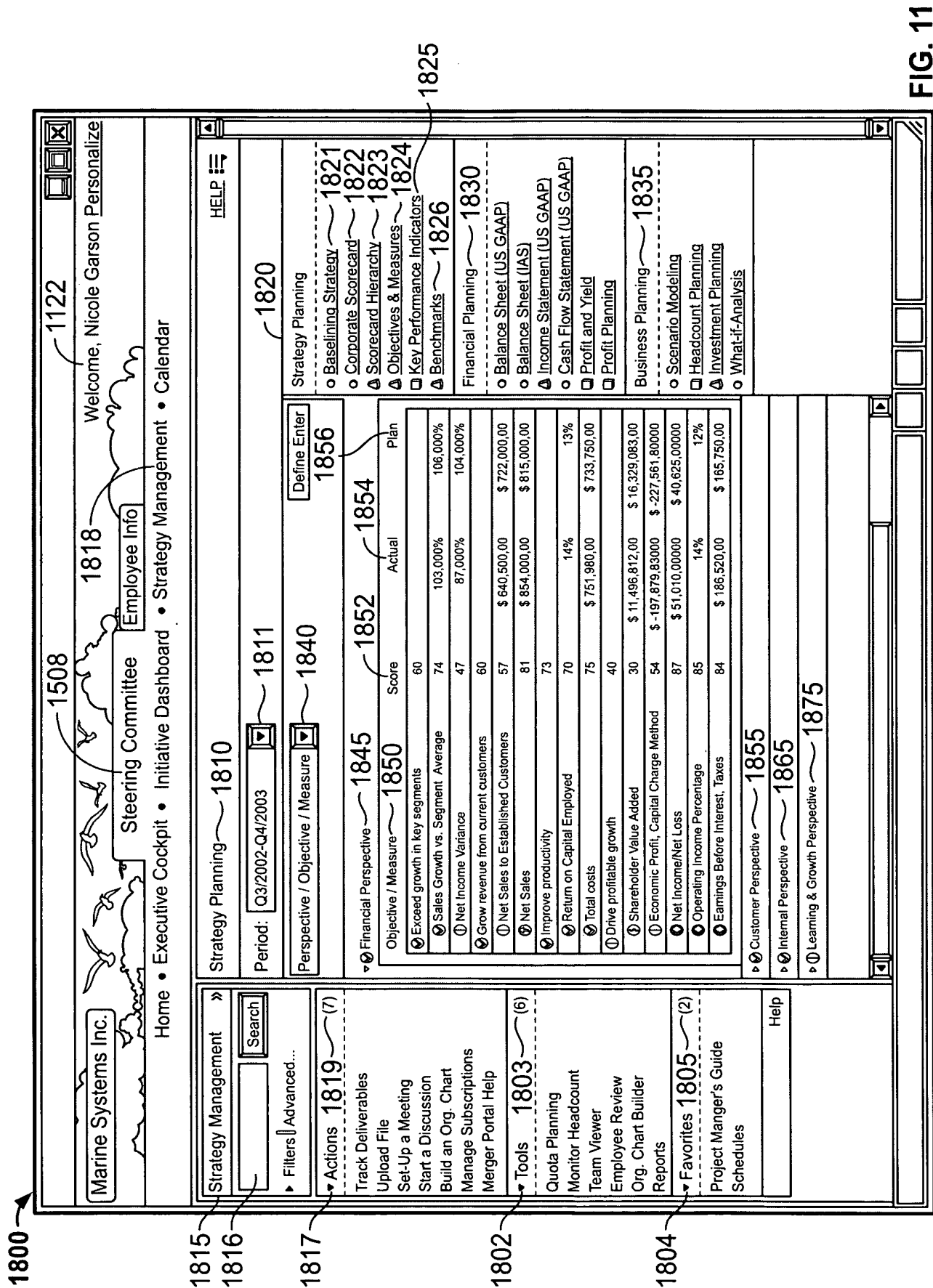


FIG. 11

1900

1915

Welcome, Nicole Garson Personalize

1508

1122

Marine Systems Inc.

Steering Committee

Employee Info

Home • Executive Cockpit • Initiative Dashboard • Strategy Management • Calendar

Executive Cockpit

Search

Filters | Advanced...

Actions (4)

Track Deliverables

Set-up a Meeting

Change My Time Zone

Merger Portal Help

1951

Team (5)

Manage Team Members...

Carol Dillard (252) 453-4534

Ron Sawyer (212) 345-9012

Clint Brooks (404) 908-3429

Julia Walburg (713) 679-0992

Sven Pietz (619) 229-5771

Help

Merger Performance

1920

1925

1930

Decision In-Box

Done Due Issue

Engage Boston Consulting Group

Decide England Territory overlap

Set goals on headcount reduction

Appoint new VP sales Eastern US

Key Performance Indicators

Market

Press

Analyst

Customer

Sales

Employee

Vendor

Cost

Schedule

Task Force

Sort by: Category | Alert | Open All | Close All

Sales Europe and Asia

Open Issues: England territory overlap

1940

Marketing

Operations

Open Issues: Head Office Location, San Diego flagship office

Summary

Date Type Title

07.07.02 Decision Consolidate NY facilities

07.06.02 Open Issue Head office location

07.01.02 Complete Atlanta migration Plan

06.26.02 Decision NewCo to run R/3

06.25.02 Open Issue San Diego flagship office

06.22.02 Complete Network Landscape

1950

Engineering

Manufacturing

Financial Reporting

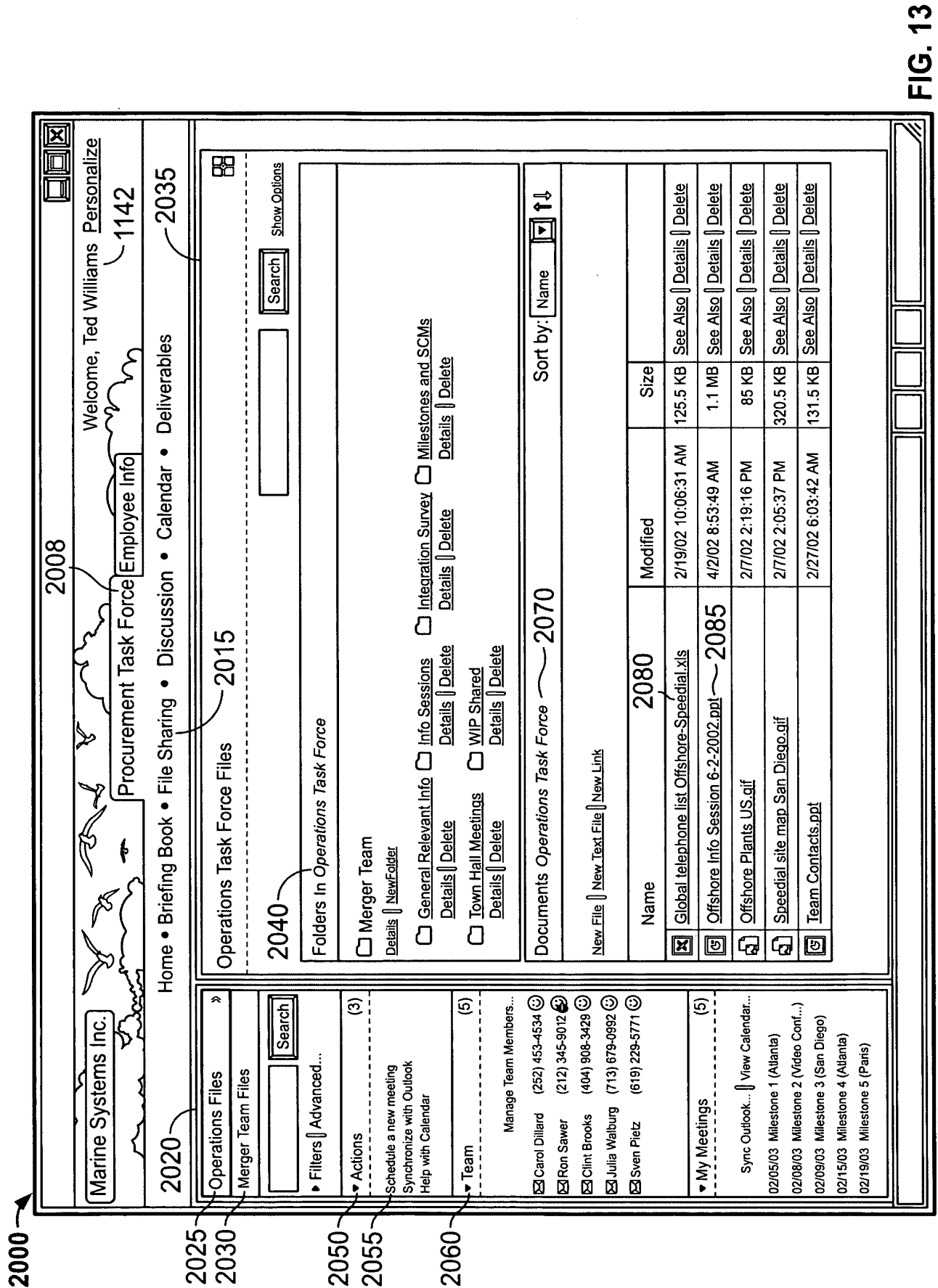
Open Issues: Revenue reporting model! Transaction freeze data

Communication

Legal/Tax

HR People Integration

FIG. 12



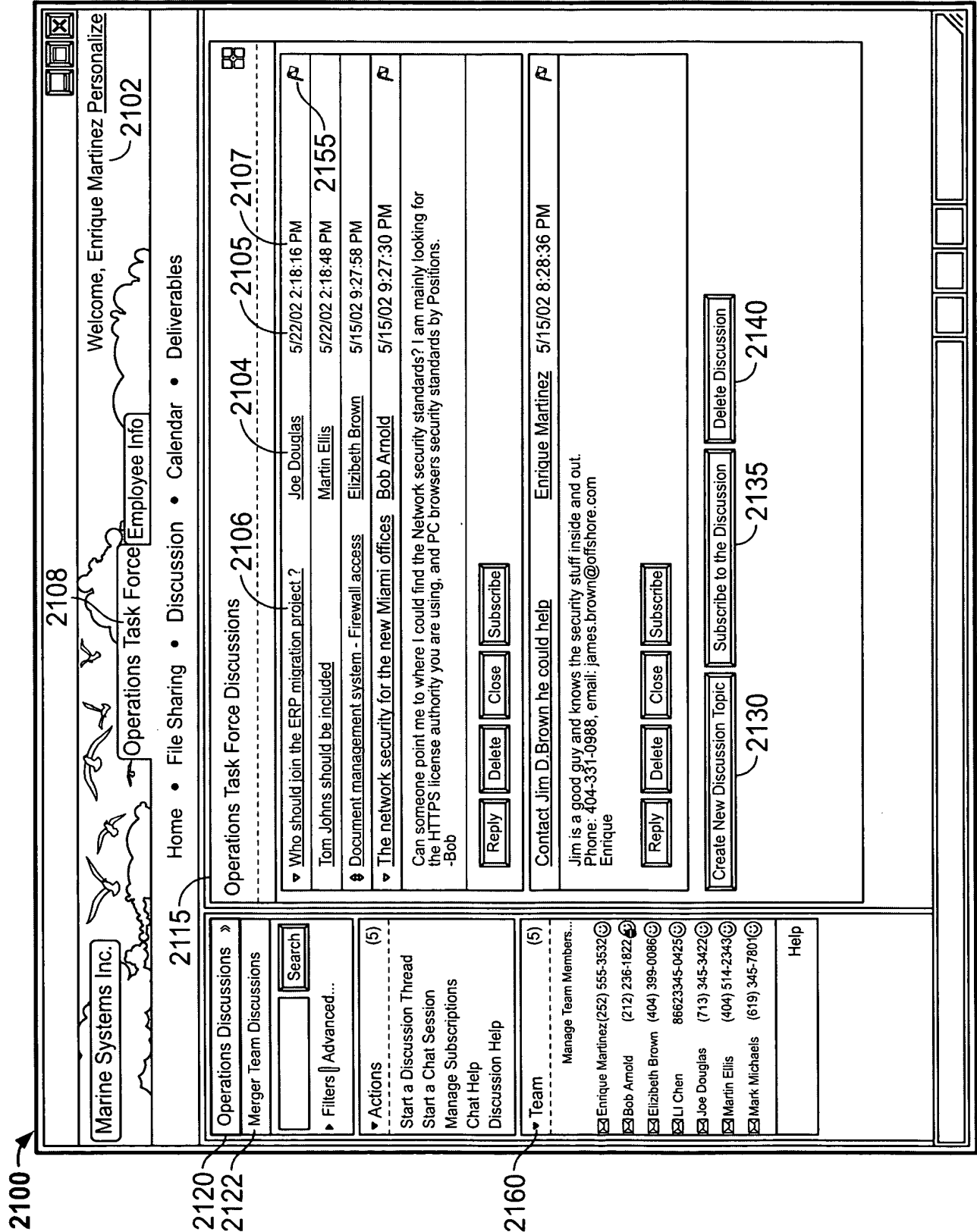
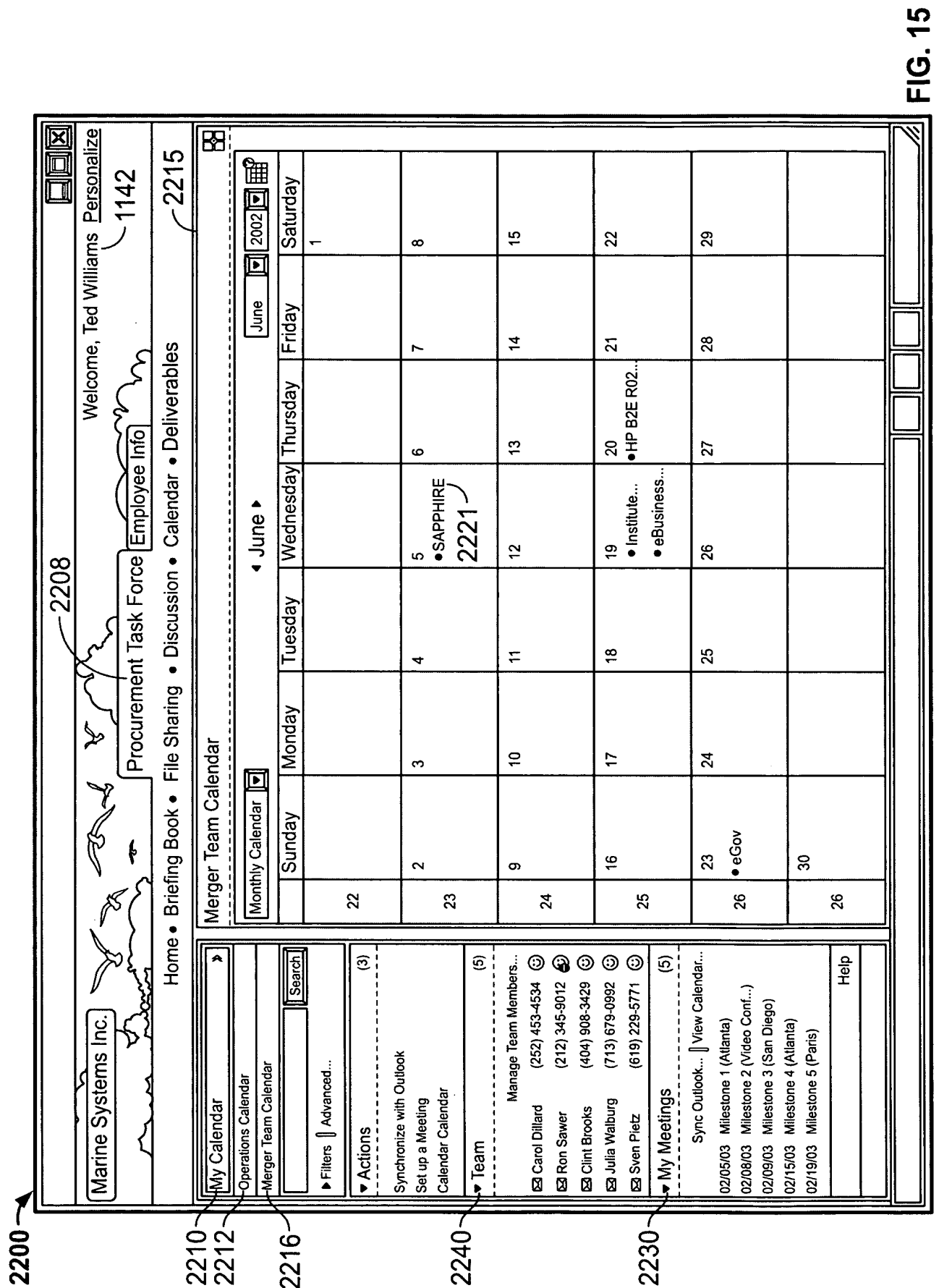


FIG. 14



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2308

Marine Systems Inc.

Welcome, Ted Williams Personalize

1142

Procurement Task Force Employee Info

Home • Briefing Book • File Sharing • Discussion • Calendar • Deliverables 2320

Deliverables Menu »

Search

Filters Advanced...

Actions (5)

Manage Deliverables

Manage Initiatives

Assign Open Teams

Open Issue Resolution Request

Deliverables Portfolio Help

Help

My Deliverables 2330

My Assigned Deliverables 2333

2332 2350 2355 2360 2365 2370

Title	Task Force	Assigned By	Due Date	Status
Baseline of Combined Spending	Project Management	John Smart	November 1, 2003	Not Started
Depletion Plan	Project Management	Kevin Dillard	July 7, 2003	Not Started
Existing Organizational Structures	Project Management	Don Moor	April 14, 2003	Not Started
Assess Current Capabilities	Project Management	Joe Green	September 23, 2003	Not Started
Material Synergies	Project Management	Carol Dillard	March 12, 2003	Not Started

2340

My Requested Deliverables

Title	Task Force	Assigned By	Due Date	Status
You Currently have no requested deliverables				

FIG. 16

2400 Marine Systems Inc. 2308 Welcome, Ted Williams Personalize 1142

2401 Home • Briefing Book • File Sharing • Discussion • Calendar • Deliverables ~ 2315

2402 Deliverable: Material Synergies ~ 2416

2403 ▶ see details...

2404 Alerts ~ 2410 2419 Source 2441

2405 Messages ~ 2418 U.S. Material procurement renegotiations failed... [1:56pm, 11/18/02; Jack Black] Regional Consolidation (Subdeliverable)

2406 Speedial supply contracts expire in 3 days! [12:49pm, 11/18/02; Ken Tran] Ken Tran 2442

2407 Use only Marine's contract papers [12:49pm, 11/18/02; Ken Tran] Ken Tran

2408 Synergy Targets and Risks 2432 2434 2438 Add New

2411 Synergy 2430 Net Impact Timeframe Initiatives ~ 2436 Create Initiative

2450 2452 2454 2456 Cost-Efficient Materials

2450 Risk 2452 Risk Level/Impact Mitigation Plan Created by Kai Ma

2454 Quality Control Kai Ma

2456 Subdeliverables ~ 2480

2482 Subdeliverable ~ 2482 Due ~ 2484 Created by Kai Ma

2486 Material Re-grouping March 10, 2003 Kai Ma

2486 Regional Consolidation March 29, 2003 Norman Ballard

2486 Supplier by Materials May 18, 2003 Jack Black

2443 What's New

2443 Final decision on "Strategic Materials". Copper and Gold. The final decision is based on a vote of 8 vs. 3 and an evaluation of long-term gains through the use of these materials. [1:22pm, 11/18/02; Kai Ma]

2443 Financial Statement, 308KB. [3:16pm, 11/18/02; Kai Ma]

2443 Ted-I need more info about the request you sent on materials synergy. Donna [2:38pm, 11/18/02; Donna Sommers]

2460 My Tasks ~ 2460 Add New Delete

2461 Review Supply contract abroad

2461 Consider creating a private marketplace

2461 Check with Kai on Status

2461 Deliverable team org

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FIG. 17

2400

Marine Systems Inc.

Welcome, Ted Williams Personalize

1142

Procurement Task Force Employee Info

2308

Home • Briefing Book • File Sharing • Discussion • Calendar • Deliverables

Over View

Filespace

Methodology

Research and Reports

Log

Search

Filters | Advanced...

Actions (4)

Create Sub-deliverable

Create Issue Resolution Request

Communicate Decisions

Reassign this deliverable

Team (4)

Manage Team Members...

☒ Jack Black (252) 555-1212

☒ Donna Simone (252) 555-1212

☒ Norman Ballard (252) 555-1212

☒ Kai Ma (252) 555-1212

Help

Deliverable: Material Synergies 2416

► see details...

Alerts

Messages

U.S. Material procurement renegotiations failed.... [1:56pm, 11/18/02; Jack Black]

Status Due: July 20, 2003

What's New

☒ Final decision on "Strategic Materials", Copper and Gold. The final decision is based on a vote of 8 vs. 3 and an evaluation of

New Synergy Target-Microsoft Internet Explorer

Procurement Assessment Synergy 2510

Created By: Norman Ballard

Value Identified: 2507-2508 2515

Financial Impact: \$1,300,000 [see details: Calculation Sheet.xls]

Synergy Title: Supplier Consolidation 2439 2555 2550

Description: 2519 About 60% of the raw materials should be similar to the currently used ones of Marin sys. 2520

Date Created: November 02.2002

Time Frame: 1 year out

Addressed to: Procurement / Materials Synergy

Deliverable: 2596

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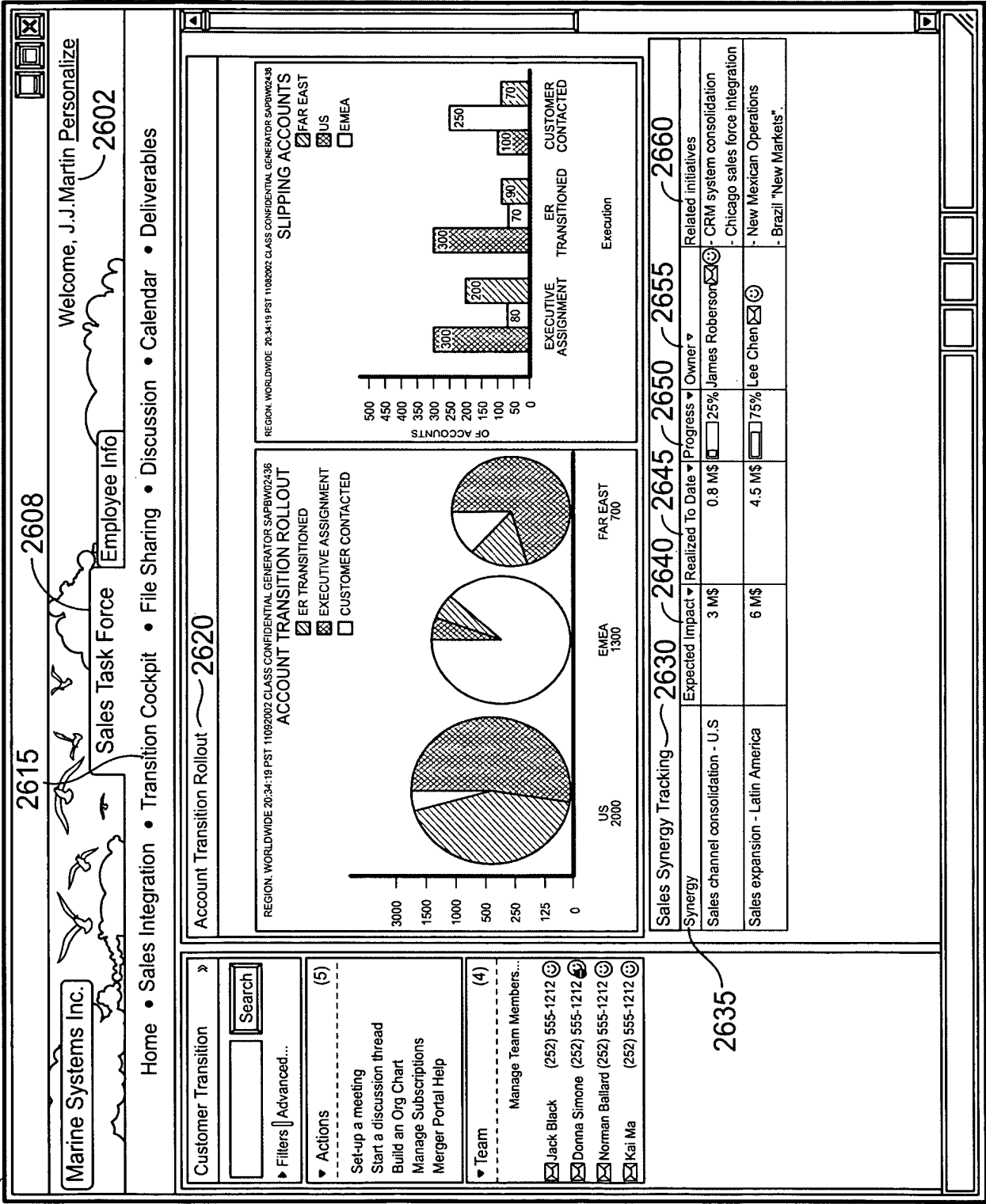


FIG. 19

Offshore Systems Inc. Merger and Acquisition System		Procurement Task Force	
Home Briefing Book File Sharing D		Deliverable: Cost Synergies and Capture Plan: New Initiative ~ 2710	
Overview		Initiative Title: Private Sheet Metal Marketplace	
File Space		Comments ~ 2717	
Methodology		Value Description ~ 2720 Attached Files ~ 2721	
Research and Reports		Value Description ~ 2720	
Log		Actions ~ 2730	
Actions <ul style="list-style-type: none">• Add New Task• Add New Synergy or Risk• Add New Initiative		Resources ~ 2740	
Team Ted Williams 650-515-1212		Add New ~ 2741 Delete ~ 2742	
		Type Description Quantity Priority	
		Save and Close Cancel	
		Create Initiative ~ 2700	

FIG. 20

2800

Offshore Systems Inc.
Merger and Acquisition System

1132
Welcome! Norman

Pre-Deal Research

Home | Deals

Deal: Pro-Sailing Outfitter
Candidate: Speedial Inc.

Financial Checklist >>
Operations Checklist
Candidate Profile 2818
Research and Reports
Meetings
Synergies and Risks Summary

Actions
• Export deal sheet to
PowerPoint 2830

Candidate: Speedial Inc.: Financial Due Diligence Checklist: Procurement Assessment

Owner: Norman Ballard 1132
Other Contributors: Jack Black, Donna Simone 2817
Description: Document large procurement synergies and risks. This process helps determine the value of the company and get a first look at the over all cost savings expected from a potential equation.
Net Financial Impact: 2819

\$ 1.30 M 2840
Add New Synergy
Add New Risk
Delete
View: All

Type	Title 2831	Added By	Financial Impact
<input type="checkbox"/> Risk	Only one supplier of key parts	Norman Ballard	2832 NA
<input type="checkbox"/> Synergy	United Fasteners Contract renegotiation	Norman Ballard	2833 \$ 1.30 M

Save and Close

Cancel

Related Research

Legal 2852
Legal Due Diligence Document
Accounting 2854
Financial Balance Sheet
Statement of Cash Flow
Internal Budget and Forecast
Accounts Payable
Commercial 2856
Suppliers and Customers
supplier_contract.doc[c]
customer_list.xls [c]
customer_report.doc[c]
Procurement Items List and Pricing
Supplier's Credit Terms
Internal Data 2858
Supplier Pricing
Sample Procurement Reports

2810

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FIG. 21



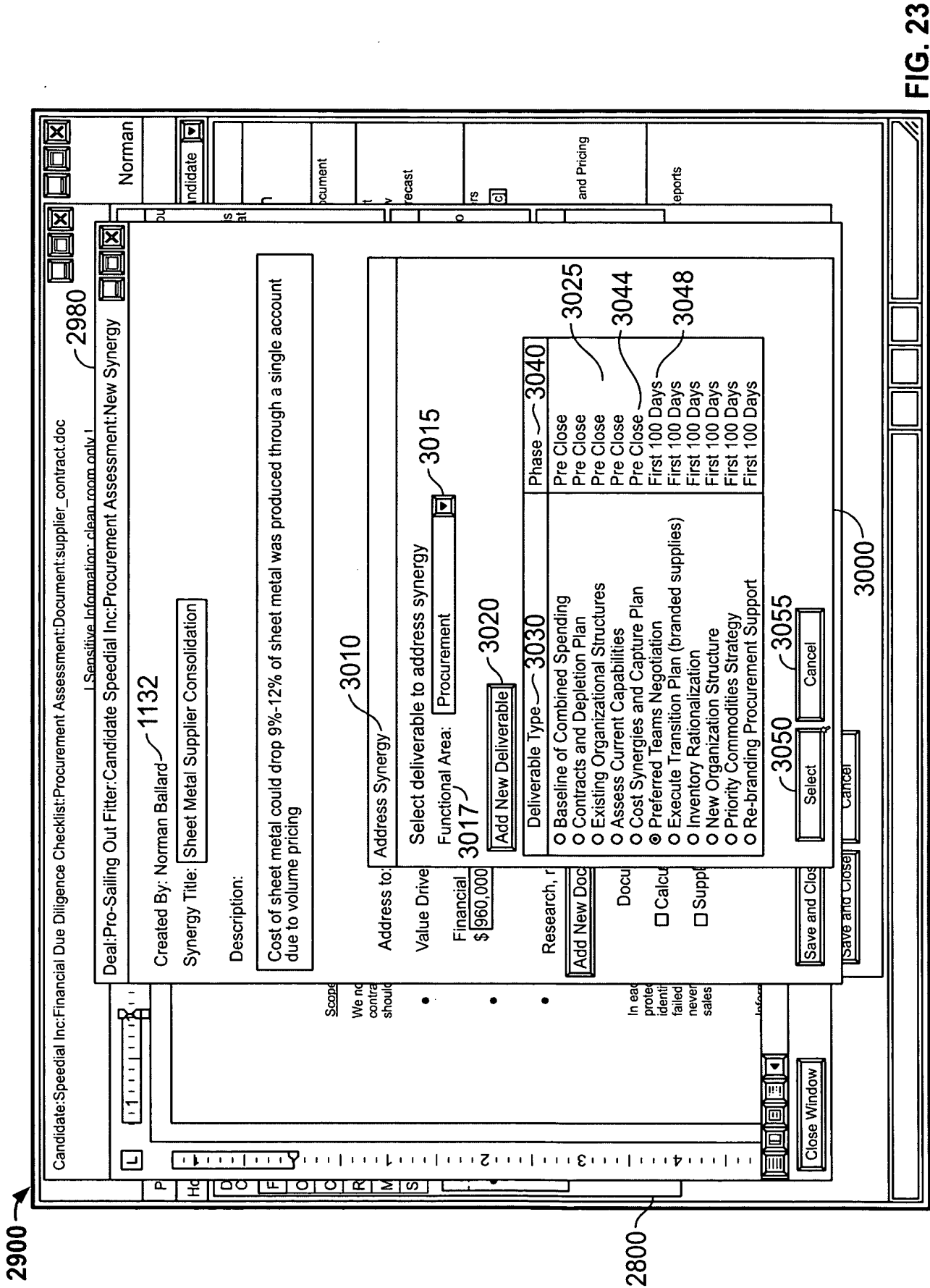


FIG. 23